R. J. REYNOLDS
Tobacco Company

R. C. Farmer
Regional Sales Manager

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E MAIL

May 1, 1995

Mr. D. L. Wilmesher

Dear Dave:

Listed below you will find the number of Direct Drug Stores I have in the Buffalo Region that will require DPC, if we begin shipping Rite Aid and Revco. Obviously with my DPC maximized at approximately 1800 units, I cannot fund these Drug Chains and continue to penetrate via Candy and Tobacco suppliers.

If no additional monies are available for DPC, I will attempt to use my Gap $'s to fund DPC Promotions in these Candy and Tobacco distributors once the DPC promotions are removed.

CVS (0303-00-00)	# of Stores	111
Rite Aid (0110-XX-XX)		359
Revco (0102-00-00)		166
Fays Drug (0906-00-00)		221
Kinney Drug (1874-00-00)		40
		896

Sincerely,

R. C. Farmer
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